

**Addendum 2**  
**OHB08-2**  
**Issued March 4, 2008**  
**Accretive Care Proposal to Commonwealth of Virginia**  
**Prospective Vendor Questions Response**

**General**

Regarding inquiries on proposal structure, the Accretive Care PPEA is a conceptual proposal on managing the future of health care from the large employee health benefit program perspective. The current phase of the PPEA process offers the marketplace an opportunity to submit a competing proposal.

The Commonwealth is very interested in the conceptual vision and framework of major care management service providers, and the strategies of providers of the comprehensive health care management component services inherent in the Accretive conceptual proposal.

The structure of the Accretive proposal flows from its vision, and includes sections on qualifications and experience, project characteristics, financing, and benefits to the Commonwealth. Accordingly a competing offeror has the freedom to state its visionary concept, and have its proposal flow from it. The Accretive proposal can be used as a structural guide for order and specificity, but that is not mandatory.

After proposals are received and reviewed, the Commonwealth will make a decision on how to proceed. If it is determined it is in the Commonwealth's best interest to continue examining the feasibility of the concept, a second analysis phase will occur. At that point, qualified offerors will be given an opportunity to respond to uniform specifications requiring detailed information.

**Questions**

1. Can you clarify the proposal fee requirement? If we respond to the request for competing proposals are we required to submit a proposal review fee? Or would we be responding to a solicitation?

**Response:** This is now a solicitation, no review fees are required.

2. In the addendum issued on 2/14/08 you made reference to a benefits administration and care management procurement scheduled for later this year. Can you provide more details on the services under consideration for that procurement?

**Response:** RFPs for prior procurements for benefits administration, including care management, are on the DHRM website. The upcoming procurement will have similar scope to those issued in 2003.

3. The conceptual proposal submitted references employee and membership counts. Should we use those counts as the basis for our proposal or do you have more accurate counts available?

**Response:** While not exact, the employee and membership counts may reasonably be used for proposals submitted.

4. Are you considering a specific effective date for roll out of the proposed program?

**Response:** Roll out date will be determined after proposals are evaluated.